Point Foundation
Income Statement
1 Month(s) Ended
DECEMBER 31, 1989
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COMBINED

	Current Period Amount	%		Year To Date Amount	%
INCOME STATEMENT					
SALES & ROYALTY INCOME:					
Sales - Subscriptions	37,023.00	57.23		454,287.20	57.58
Sales - Back Issues	496.23	0.77		7,916.82	1.00
Sales - Mailing List	3,068.43	4.74		19,273.33	2.44
Sales - Direct Distribution	4,288.12	6.63		80,700.05	10.23
Sales - Warner (natl news)	0.00	0.00		59,227.42	7.51
EWEC Income	938.54	1.45		6,841.06	0.87
WESC Income	18.00	0.03		43.00	0.01
Best of CQ Income	545.00	0.84		1,614.00	0.20
Media Lab Income	0.00	0.00	30,231.61	300.00	0.04
Signal Book Income	1,441.50	2.23		13,252.01	1.68
Fringes Income	1,553.00	2.40		5,408.54	0.69
CD-ROM Income	150.00	0.23		2,773.00	0.35
CD-ROM Royalties	0.00	0.00		10,000.00	1.27
INCOME SUBTOTAL	49,521.82	76.56		661,636.43	83.86
				(137,818.83)	
OTHER INCOME:					
Chronicle Income	2,200.00	3.40		28,600.00	3.62
Unclassifieds	268.50	0.42		4,928.00	0.62
Misc Royalties	0.00	0.00		2,788.24	0.35
GBN Project Income	0.00	0.00		24,193.30	3.07
Contributions	1,589.00	2.46		25,742.18	3.26
Contributions-Restoration	0.00	0.00		3,510.00	0.44
Contrib-WholeEarth Institute	10,610.00	16.40	19,237.	15,727.00	1.99
Interest Income	497.87	0.77		3,898.57	0.49
Sale of Assets	0.00	0.00		25.00	0.00
Miscellaneous Income	0.40	0.00		2,842.80	0.36
TOTAL OTHER INCOME	15,165.77	23.44		112,255.09	14.23
Grants Income	0.00	0.00		15,100.00	1.91
TOTAL REVENUE	64,687.59	100.00		788,991.52	100.00
				654,172.69	
COST OF SALES:					
Circulation Salaries	-2,847.00	-4.40		-45,909.08	-5.82
Circulation OPS	0.00	0.00		-516.00	-0.07
Sub Fulfillment	-8,294.15	-12.82		-36,237.72	-4.59
Sub Premium Offers	-90.92	-0.14	61,313.44	-25,075.72	-1.96
MacSub Fulfillment OPS	-154.00	-0.24		-154.00	-0.02
MacSub Fulfillment-Salaries	-2,471.04	-3.82		-27,994.92	-3.55
Misc Circ Promo	-329.00	-0.51		-3,926.90	-0.50
Renewals	-948.73	-1.47		-10,175.21	-1.29
Direct Mail	0.00	0.00		-2,166.00	-0.27
Inserts	-3,013.68	-4.66		-11,420.29	-1.45
Credit Card Discount	-285.65	-0.44		-2,964.54	-0.38
Direct Distributor	-1,310.55	-2.03		-5,887.27	-0.75
Natl Newsstand (Warner)	-2,950.64	-4.56		-11,601.04	-1.47

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	Current Period Amount	Current Period %	Year To Date Amount	Year To Date %
Printing Magazine	-23,226.23	-35.91	-94,884.08	-12.03
Mailing List Fulfill	-59.56	-0.09	-2,553.78	-0.32
Editorial Salaries	-4,116.01	-6.36	-57,115.28	-7.24
Editorial OPS	0.00	0.00	-5,000.00	-0.63
Writers/Contributors	-30.00	-0.05	-31,565.00	-4.00
Misc Edit Expenses	-330.25	-0.51	-9,613.28	-1.22
Pre-Press	-4,171.49	-6.45	-19,384.75	-2.46
Research Salaries	-1,236.00	-1.91	-18,386.50	-2.33
Research Expense	-165.00	-0.26	-5,148.62	-0.65
Production Salaries	-4,536.00	-7.01	-53,010.00	-6.72
Outside Production Work	-83.99	-0.13	-5,027.09	-0.64
Production Supplies	-122.65	-0.19	-2,082.04	-0.26
Signal OPS	0.00	0.00	-420.00	-0.05
CD-ROM Salaries	0.00	0.00	-359.00	-0.05
CD-ROM OPS	0.00	0.00	-425.00	-0.05
CD-ROM Expenses	0.00	0.00	-86.28	-0.01
GBN Project Salaries	0.00	0.00	-6,810.00	-0.86
GBN Expenses	0.00	0.00	-3,124.99	-0.40
Buy EWEC's	0.00	0.00	-4,089.75	-0.95
Buy Best of CQ's	0.00	0.00	-203.76	-0.03
Buy Signal	0.00	0.00	-8,244.32	-1.22
Buy Fringes of Reason	0.00	0.00	-5,925.28	-1.37
Buy CD-ROM	0.00	0.00	-1,830.06	-0.23
Fulfill EWEC	-128.95	-0.20	-955.72	-0.12
Fulfillment-Misc	-98.11	-0.15	-171.31	-0.02
Fulfill Signal	-1.25	0.00	-1,098.84	-0.14
Fulfill Fringes of Reason	-91.51	-0.14	-459.94	-0.06
Fulfill CD-ROM	0.00	0.00	-134.88	-0.02
Chronicle Expenses	-1,585.00	-2.45	-21,531.09	-2.73
TOTAL COST OF SALES	62,677.36	96.89	543,669.33	68.91
GROSS MARGIN	2,010.23	3.11	~~245,322.19~~ 107,503.36	31.09
GENERAL & ADMINIST. EXPENSE:				
Office Salaries	-2,003.04	-3.10	-30,028.08	-3.81
Pub/Admin Salaries	-2,110.67	-3.26	-16,051.54	-2.03
Pub/Admin Pre-Project	0.00	0.00	-4,713.00	-0.60
Insurance - Workers Comp	-897.00	-1.39	-5,158.08	-0.65
Insurance - Other	-191.08	-0.30	-2,185.60	-0.28
Paid Vacation Expense	-3,840.00	-5.94	-8,064.00	-1.02
Kaiser Health Plan	-379.61	-0.59	-3,828.44	-0.49
Taxes - Other	-550.00	-0.85	-2,040.28	-0.26
Taxes - Payroll	-1,958.46	-3.03	-25,058.60	-3.18
Salary Bonus	-1,700.00	-2.63	-1,700.00	-0.22
Office/Computer Supplies	-159.24	-0.25	-3,445.95	-0.44
Equip Rent/Maint/Spls	-449.46	-0.69	-7,972.18	-1.01
Telephone	-542.56	-0.84	-6,280.74	-0.80
Postage	-1,380.31	-2.13	-10,210.03	-1.29
Container Rent	-210.00	-0.32	-2,510.00	-0.32

23,113.86

13,592.44

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	Current Period Amount	%		Year To Date Amount	%
Building Rent	-3,069.30	-4.74	44,425.02	-36,523.06	-4.63
Maintenance	-96.67	-0.15		-1,413.54	-0.18
Utilities	-208.93	-0.32		-3,978.47	-0.50
WEI Fundraising-Salaries	-18.00	-0.03		-18.00	0.00
WEI Fundraising OPS	-2,000.00	-3.09		-10,894.00	-1.38
WEI Fundraising Expenses	-423.42	-0.65		-4,807.13	-0.61
Legal/Profsl/Copyright	-1,978.00	-3.06		-4,433.00	-0.56
Interest + Penalties	-189.66	-0.29		-2,522.98	-0.32
Bank Service Fees	-41.40	-0.06		-554.20	-0.07
Misc Expense	-882.89	-1.36		-1,320.93	-0.17
WELL repay expenses	0.00	0.00		2,995.81	0.38
TOTAL GEN. & ADMIN. EXPENSE	25,279.70	39.08		192,716.02	24.43
Grants Expense	0.00	0.00		-15,075.00	-1.91
CHANGE IN FUND BALANCE	-23,269.47	-35.97		~~37,531.17~~ (85,212.66)	4.76